

# Netherlands Economic Mission to Canada

2 - 6 October 2017



# Netherlands Economic Mission to Canada

2 - 6 October 2017



# The Netherlands

## Index

Foreword Henk Ovink	7
Map of the Netherlands	10
Introducing the Netherlands	12
Canada and the Netherlands	14

## Company Profiles

APPM Management Consultants	18
Arcadis Nederland	19
Arte Viva	20
Bentham Crouwel Architects	21
Boskalis Dredging & Marine Services	22
Dalsem Complete Greenhouse Projects	23
Deltares	24
Dutch Cycling Embassy	25
Oost NL	26
ENS	27
Fayat Group RAVO Holding	28
Groundwater Technology	29
Hytrans Systems	30
ITS	31
Posad Spatial Strategies	32
PowerCem Technologies	33
Rentacs	34
Telecom Tube Systems	35
Van Oord Dredging and Marine Contractors	36

## Official Delegation

Official Delegation	40
Contact details Embassy Ottawa	41
Contact details Consulate General Toronto	41
Contact details Consulate General Vancouver	43





## Foreword



### **Water Worlds Connect - Canada and The Netherlands: a promising relationship**

Canada, again! Our shared histories go way back. We share mutual values of inclusion, collaboration and innovation. And we need each-other more than ever. Increasing challenges are coupled with inspiring opportunities.

To make these matches we need to work together. The challenges we face are massive. While we agreed on the Sustainable Development Goals and the Paris Climate Agreement we still have a long way to go. With climate change extremes are getting more extreme: longer periods of drought, worse storm-events and more intense rains batter our coasts and our cities. And the impacts will be worse too, if we don't prepare ourselves for the future. And in that preparation is where the opportunities emerge, where our collaboration adds value, now and in the future. Beyond climate change response we can build sustainable and resilient cities, in the fields of this trade mission to Canada: water & maritime, climate & waste management and cycling. Sectors that are pivotal for the needed transformation and are at the core of our partnership.

It is a privilege and a pleasure to present to you a Dutch delegation of business people. They are looking forward to exploring opportunities for strengthening relations and exchanging knowledge and knowhow with their Canadian counterparts. As representative of the Dutch government, I look forward to intensify the relationship between our countries.

I wish all members of the delegation a successful and inspiring visit.

### **Henk WJ Ovink**

*Special Envoy for International Water Affairs, Kingdom of The Netherlands  
Sherpa to the UN/WB High Level Panel on Water*

# The Netherlands

## The Netherlands



### Locations

1. Amsterdam (and Airport Schiphol) | 2. Arnhem |  
3. Eindhoven | 4. Enschede | 5. Vlissingen | 6. Groningen |  
7. The Hague | 8. 's Hertogenbosch | 9. Leeuwarden |  
10. Maastricht | 11. Rotterdam | 12. Utrecht | 13. Zwolle

# Introducing the Netherlands

Joining forces to create sustainable solutions for the most liveable world, now and in the future.

## How do the Dutch make a difference?

Through their interactive approach to finding innovative solutions to the big challenges facing the world today. The Dutch way of thinking and working has been shaped by centuries of living in the low-lying delta of the Netherlands. Through the ages, the Dutch have joined forces to find ingenious ways to tackle challenges like water, urbanisation, energy, food, health and security. By being inventive,

pragmatic and open to new challenges, the Dutch have created a flourishing and resilient land. The Netherlands is a constantly evolving ecosystem of cities, industry, agriculture and nature, all integrated through smart infrastructure. It is a source of knowledge and experience that the Dutch are keen to share with others. Learning from the past to create a better future. Together, seeking sustainable solutions for the most liveable world.



**Building with nature**  
An innovative method for coastal protection

## Worldwide ranking

- 1st** Best water transport infrastructure in the world (IMD, 2016)
- 1st** Best performing European Healthcare system (Euro Health Consumer Index, 2017)
- 1st** Production and auctioning of cut flowers and flower bulbs
- 1st** World's largest flower exporter
- 2nd** Number of patent applications per million inhabitants in the world (WIPO, 2016)
- 2nd** Largest exporter of agricultural products in the world (WTO, 2016)
- 3rd** Number of broadband connections per 100 inhabitants (41.3%, OECD, 2016)
- 4th** At WEF's ranking of most competitive economies in the world
- 4th** At RISE's global energy policy ranking
- 4th** At World Bank's Logistics Performance Index
- 5th** Largest exporter of goods in the world (668 billion US dollars)
- 6th** Largest exporter of commercial services in the world (180 billion US dollars)
- 7th** Largest importer of services in the world (173 billion US dollars)
- 8th** Largest importer of goods in the world (507 billion US dollars)
- 9th** Largest foreign investor in the world (1,074 billion US dollars)
- 9th** Largest recipient of foreign investment in the world (707 billion US dollars)

## Facts & Figures

- **Official name** Kingdom of the Netherlands
- **Form of government** Constitutional monarchy, parliamentary democracy
- **Head of State** His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau
- **Capital** Amsterdam
- **Seat of government** The Hague
- **Administrative structure** Twelve provinces and the overseas territories of Aruba and Curaçao and St. Martin. The overseas islands of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean, are 'special municipalities of the Netherlands'
- **Surface area** 33.800 km<sup>2</sup>
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 17.1 million (June 2017)
- **Number of inhabitants per km<sup>2</sup>** 502 (June 2017)
- **Currency** Euro
- **Languages** Dutch and Frisian
- **GDP per capita** 40,941 euros (FocusEconomics, 2017)
- **33% of Dutch GDP** is derived internationally
- **1.3 bicycles** for each person in the Netherlands
- **Unemployment rate** 5,6% (average 2007-2016)
- **Moderate inflation** 1.4% (average 2007-2016)
- **90% of all Dutch people** speak English

Sources: Holland Compared, CBS, DNB, World Bank, IMF, OECD, WTO, UNCTAD, EIU, IMD Business School





## Canada and the Netherlands:

### Co-creating Resilient Urbanism

#### Resilient urbanism

As a result of climate change, the threat of pluvial flooding, drought and heat stress in cities is increasing. Meanwhile, resource depletion and the environmental impacts associated with resource extraction and use, necessitate that cities are planned to foster a sustainable management of resources. A sustainable urban development approach is required that integrates climate change measures with the scope of creating resource efficient cities.

Canadian cities are great places to work and live. Vancouver, Toronto and Calgary are ranked among the most livable cities according to CNN travel. The resilience of these cities is however, a growing concern for both residents and those responsible for the functioning of the urban fabric. Also Canadian cities are facing challenges regarding climate change to ensure livable cities in the future.

#### Jointly Building Tomorrow's Cities

Also Canadian cities are facing challenges

regarding climate change to ensure livable cities in the future. Electricity, water supply as well as wastewater systems will have to be designed in a smart way in order to be able to be economical and effective in the future. Additional hazards are of interest to increasing the resilience of the city including heat waves, pluvial and fluvial flooding and winter storms. Furthermore with a growing population transit oriented development is needed more than ever to keep the city moving and facilitate multi-modal mobility.

Worldwide, the current approach in urban planning and design has to change in order to deal with these challenges. New ways of working together by integrating social and technical objectives are needed to address the (negative) effects of climate change effectively. This is also stressed by new Global agenda's that define the objectives of cities on local level. For example the New Urban Agenda and the Sustainable Development Goals stress the fact that we have to plan our cities via a collaborative approach using the knowledge and practice of different disciplines.

#### The Dutch Integrated Approach

To conclude, some of these challenges include spatial planning, water management, storms, fire hazards, transit, soil remediation and social equity needs an integrated approach. To survive in a country as the Netherlands we are over centuries used to interdisciplinary planning and design of our land to live, work and recreate within the boundaries of nature. In collaboration with Canadian counterparts we are able to provide integrated solutions regarding the challenges for the design of a resilient urban fabric addressing challenges such as aging and deteriorated infrastructure, heat stress in the built environment, pluvial and fluvial flooding, soil remediation and transit oriented development and sustainable architecture. Especially for the great Canadian cities Toronto and Vancouver, joint efforts will make our already thriving relationship even more successful and fit for the future.





# Company Profiles



**Geert-Jan Zweegman**  
Business Unit Manager Water and Climate



**Stefan van den Helder**  
Consultant Water Management

## APPM Management Consultants

Spicalaan 8  
NL-2132 JG Hoofddorp  
P: +31 235 621 630  
E: [info@appm.nl](mailto:info@appm.nl)  
[www.appm.nl/en](http://www.appm.nl/en)

E: [zweegman@appm.nl](mailto:zweegman@appm.nl)  
M: +31 655 818 351

E: [helder@appm.nl](mailto:helder@appm.nl)  
M: +31 646 837 725

## APPM Management Consultants

**APPM Management Consultants** is a Dutch management consultancy firm. With passion, courage and vision, we work on planning, developing and restructuring urban and rural areas. Our goal is a future that is climate-proof, abundant in water and sustainable.

We believe that climate change will pose many and complex challenges in the (near) future. Water has become a determining factor in the spatial planning and climate resilience of countries all around the globe. However, there is no universal recipe for these unique challenges. APPM stands out by creating methods and solutions that are tailor-made. The key to successfully implement these solutions is by involving the local community and building on the strengths and expertise of the different (public) market players. This requires a change in how parties are organized, how they work, how they see their own responsibilities and how they look at other players.

### Products and Services Offered:

- Integrated Project Management to complete projects in cooperation with other players;
- Process management to control organization processes;
- Tender management to incorporate the added value of market players in projects;
- Consultancy on water governance to help with the organizational design and implementation of different programs and projects.

### Unique Selling Points:

- An experienced team of 80 managers and consultants;
- We have managed over 100 projects in the water sector and have a broad scale of knowledge about all aspects of water management;
- A large network in the Netherlands including national, regional and local governments, water boards, consultancy firms and private organizations;
- We are involved with both the strategic and operational level and are therefore able to connect both worlds.



**Edgar Westerhof**  
Flood Risk & Resilience Lead – North America



**Rene de Vries**  
Vice-President Client Development  
Commercial Sector

## Arcadis Nederland

Lichtenauerlaan 100  
NL-3062 ME Rotterdam  
PO Box 4205  
NL-3006 AE Rotterdam  
[www.arcadis.com](http://www.arcadis.com)

E: [edgar.westerhof@arcadis.com](mailto:edgar.westerhof@arcadis.com)  
M: +1 646 246 0144

E: [Rene.DeVries@arcadis.com](mailto:Rene.DeVries@arcadis.com)  
M: +1 416 616 5374

## Arcadis Nederland

**Arcadis** is the leading global design and consultancy firm for natural and built assets. Applying our deep market sector insights and collective design, consultancy, engineering, project and management services, we work in partnership with our clients to deliver exceptional and sustainable outcomes throughout the lifecycle of their natural and built assets.

With over a century of experience protecting the notoriously flood-prone Dutch coastline, Arcadis draws on its Dutch heritage and its global environmental and water expertise for resiliency and climate adaptation, such as ongoing flood protection projects in New York City after Hurricane Sandy and risk reduction engineering in New Orleans after Hurricane Katrina. As a result, Arcadis has developed custom tools to evaluate current and future vulnerabilities and risks, as well as identify resiliency strategies that are most beneficial for the long-term sustainability of communities facing a variety of climate-related challenges.

For example, Arcadis has piloted direct potable reuse projects and led numerous climate risk and vulnerability studies for low lying coastal metropolitan cities around the globe. With its buildings and transportation experts, ARCADIS also helps city leaders confront the tough urbanization and sustainability challenges as they seek ways to balance the demands of creating an attractive yet sustainable place for people to live and work, from shopping centers in Shanghai or clean water in São Paulo to smart buildings in Jeddah and rail capacity in Paris.

Arcadis has 27,000 people active in over 70 countries and generates more than \$3.5 billion in revenues. Arcadis supports UN-Habitat.



**Rob Marcus**  
Director

## Arte Viva

**Arte Viva's** mission is: to reducing the number of accidents at kindergartens, child day-care centres and primary schools. The Dutch safety and health regulations for kindergartens and child day-care centres are one of the highest in the world. Combining these regulations and Arte Viva's experience as a child safety ambassador for kindergartens, we can show national, provincial and local governments how simple it can be to reduce most common accidents.

### Products and Services Offered:

- Analyses in how to reduce accidents
- Finger Alert Finger door guards
- Corner Guards corner protectors
- Safe coat hooks

### Unique Selling Points:

- Prevents serious accidents
- Easy to install
- Durable and designed for the professional market
- Meet highest finger door guard norm in the world as first and only (so far)
- World-wide coverage

## Arte Viva

Keulenaar 6b  
NL-3961 NM Wijk bij Duurstede  
P: +31 343 576 954  
E: info@arteviva.nl  
www.arteviva.nl

E: r.marcus@arteviva.nl  
M: +31 626 248 559



**Noortje ter Heege**  
Architect



**Daniel Jongtien**  
Partner/Architect

## Bentheim Crouwel Architects

Generaal Vetterstraat 61  
NL-1059 BT Amsterdam  
PO Box 9201  
NL-1006 AE Amsterdam  
P: +31 206 420 105  
E: office@bentheimcrouwel.nl  
www.bentheimcrouwel.com

E: nterheege@  
bentheimcrouwel.nl  
M: +31 615 948 763

E: djongtien@  
bentheimcrouwel.nl  
M: +31 621 271 206

## Bentheim Crouwel Architects

For almost four decades, **Bentheim Crouwel Architects** has been creating innovative, flexible and efficient designs in a variety of scales: from universities, museums, bridges, railway stations, metro lines, offices, housing, malls and urban plans to tiny houses and design projects. The assignments are often complex, frequently public and cover a broad range of functions and scales. In all designs, Bentheim Crouwel seeks a balance between economic, social and ecological interests, with a particular focus on innovation and sustainability.

The studio is most recognized for our design of the six greatest train stations of the Netherlands. The portfolio also includes Amsterdam Airport Schiphol, offices, commercial, educational and cultural buildings. And in Paris, four new metro stations in the Grand Paris program are being designed. Currently, the studio is working in several European countries, as well as in the Middle East and the Americas.

### Products and Services Offered:

- Architectural design services.
- Architectural Engineering tasks.
- Urban design services.

### Unique Selling Points:

- Profound experience in supervising complex design and building processes at all scales with a special focus on transit oriented design and complex public buildings.
- Broad portfolio with work rooted in the Dutch Design tradition that bonds efficiency and understatement with innovation and self-reflection.
- Skillful control of the entire design and planning process in terms of both time and costs.
- An international team of highly experienced architects, engineers, young trainees and recently graduated designers who enjoy working in an international ambience, both in the Netherlands and abroad.





**Alwin van den Bosch**  
General Manager Boskalis Canada  
Dredging & Marine Services



**Daan Rijks**  
Engineering Manager & Project  
Development

### Boskalis Canada Dredging & Marine Services

2285 Commissioner Street  
V5L 1A8, Vancouver  
P: +31 786 969 611  
www.boskalis.com

E: alwin.vd.bosch@boskalis.com  
M: +1 778 877 6873

E: daan.rijks@boskalis.com  
M: +31 654 278 219

## Boskalis Dredging & Marine Services

**Royal Boskalis Westminster** is a leading global dredging and offshore contractor and maritime services provider. The company provides creative and innovative all-round solutions to infrastructural challenges in the maritime, coastal and delta regions of the world with services including the construction and maintenance of ports and waterways, land reclamation, coastal defense and riverbank protection.

In addition, Boskalis offers a wide variety of marine services and contracting for the **oil and gas sector and offshore wind industry** as well as salvage solutions (SMIT Salvage).

Boskalis has a number of strategic partnerships in harbor towage and terminal services (Kotug Smit Towage, Keppel Smit Towage, Saam Smit Towage and Smit Lamnalco).

With a versatile fleet of more than 900 vessels and floating equipment and 11,700 employees, including associated companies, Boskalis operates in over 90 countries across six continents.

The Boskalis head office is based in the Dutch city of Papendrecht. Shares of Royal Boskalis Westminster N.V. have been listed on Euronext Amsterdam since 1971 and are included in the AEX-index.

Boskalis has been **active in the Canadian market** since the early seventies with Boskalis Canada Dredging and Marine Services (and predecessor companies). Early work included projects in the Canadian Beaufort Sea. Recent experience includes the 'Sydney Harbor Channel Dredging and Reclamation Project' in Nova Scotia, Canada.

Through Smit Marine Canada which operates in a JV with SAAM under the name **SAAM SMIT Towage** harbour towage operations are undertaken.

SAAM Smit Towage provides harbour towage services from four physical locations in British Columbia, Canada: Vancouver, New Westminster, Prince Rupert and Kitimat.



**Robert-Jan de Goey**  
Commercial Director

## Dalsem Complete Greenhouse Projects

**Dalsem Greenhouse Projects** is an international operating family owned company with over 75 years of experience in the horticultural industry. We manufacture and supply complete glass and poly greenhouses – including all high tech installations - for many different crops such as Pot plants, Flowers and Vegetables.

Our in house engineers are specialist in their own fields: Greenhouse construction, heating and cooling, irrigation, electrical installation and climate control for optimum growing conditions. Training, management and marketing are other aspects that can be provided all adopted to your local circumstances and other markets.

Dalsem is the only supplier in the world that has full in house manufacturing, engineering and supply to deliver a turnkey horticultural project "Home made by Dalsem".

### Dalsem Complete Greenhouse Projects

Woudseweg 9  
NL-2635 CG Den Hoorn  
www.dalsem.nl

E: rjdgoey@dalsem.nl  
M: +31 627 054 192



**Henriëtte Otter**

Head of Department 'Urban Water and Subsurface Management'  
Theme Leader 'Resilient Cities and Adaptive Planning'



**Lena Niel**

Urban Planner/Designer

## Deltares

Boussinesqweg 1  
NL-2629 HV Delft  
PO Box 177  
NL-2600 MH Delft  
P: +31 883 358 273  
E: international@deltares.nl  
www.deltares.nl

E: henriette.otter@deltares.nl  
M: +31 610 677 509

E: lena.niel@deltares.nl  
M: +31 646 584 460

## Deltares

**Deltares** is an independent institute for applied research in the field of water, subsurface and infrastructure. Throughout the world, we work on smart solutions, innovations and applications for people, environment and society. Our main focus is on deltas, coastal regions, river basins and cities. Managing these densely populated and vulnerable areas is complex, which is why we work closely with governments, businesses, other research institutes and universities at home and abroad. Deltares' areas of expertise include: Climate resilience, Adaptive planning, Urban water management, Urban engineering, Critical infrastructure, Subsidence, Integrated water resources management, Flood risk analysis and flood risk management, Operational warning and management.

Deltares aims to support urbanizing deltas around the world to become more resilient to physical, social, and economic challenges. Our starting point in dealing with urban resilience, is approaching the city as an urban ecosystem. We specifically focus on working on the water- and subsurface layer of the urban ecosystem. We seek ways to mitigate risks and realize the potentials of urban areas, allowing for sustainable, inclusive and climate-robust development that contribute to the quality of urban planning and design. By integrating local with expert scientific knowledge, we develop adaptive, integral and innovative strategies and planning tools for urbanizing deltas all over the world.

Deltares employs over 800 people and is based in Delft and Utrecht in the Netherlands. Deltares has offices and affiliates in Singapore, Indonesia, Australia, Abu Dhabi, Latin America and the USA.

### Partners for International Business 'Resilient Cities Canada'

*The Partners for International Business (PIB) program for Resilient Cities Canada is a public-private partnership initiative in which Dutch companies, knowledge institutes and government work together in business development and exchange of knowledge between Canada and the Netherlands. The PIB partnership consists of partners from different fields such as urban planning, sustainable architecture, energy, water and land management. The Dutch intersectoral and multidisciplinary approach can provide examples for Canadian cities on how to combine design, engineering and research in cooperation with (local) stakeholders for the design of resilient and liveable cities.*



**Mirjam Borsboom**

Managing Director



**José Oudijk**

Program Coordinator

## Dutch Cycling Embassy

Ezelsveldlaan 59  
NL-2611 RV Delft  
P: +31 152 516 561  
E: info@dutchcycling.nl  
www.dutchcycling.nl

E: mirjam.borsboom@dutchcycling.nl  
M: +31 651 043 995

E: jose.oudijk@dutchcycling.nl  
M: +31 630 250 705

## Dutch Cycling Embassy

The **Dutch Cycling Embassy** can put you in touch with its extensive network of Dutch cycling experts. Whether your goals involve research, planning, policy-making, product development, manufacturing, construction or building bicycle facilities or infrastructure, we can help you find the best possible partners.

We offer the knowledge and expertise of over 50 Dutch organizations with the focus on infrastructure, urban planning, technical modelling, policy making, governance/ funding and process management to be able to get more people cycling. Together with our partners, we deliver high level (conference) speakers, organize FactFindingMissions and ThinkBike Workshops to think and act together with local organizations.

### Unique Selling Points:

- We connect specialized Dutch cycling experts with those who want to professionalize the cycling conditions in a city, state or country.
- We are non-profit and independent, representing many different companies and therefore being a reliable partner.
- We are very helpful in any stage of professionalizing cycling conditions, both to cities with no facilities at all, up to countries who are very well developed with regard to cycling.
- Our aim is to get more people on the bicycle worldwide, sharing our experience and knowledge with the world.

Dutch Cycling Embassy is looking for partners who might be interested in Dutch knowledge on cycling. This can be both within the public and private sector. Ideally, we meet decision makers who want to make cities and regions more sustainable, more accessible and improve the quality of daily life by using other, more durable means of transportation, ideally cycling.



**Nico Arfman**  
Senior Advisor Life Sciences

## Oost NL

The **East Netherlands Development Agency** (Oost NL) aims to stimulate companies to innovate and grow through international business development (Trade) and by assisting companies to start up or expand business activities in The Netherlands (FDI) as partner of InvestinHolland ([www.investinholland.com](http://www.investinholland.com)). Oost NL also invests in promising East Netherlands based companies to achieve growth and innovation (loans, 350 M€ venture capital fund).

East Netherlands has developed strong clusters in the sectors Life Sciences & Health, High Tech Materials & Systems, Agri-Food and Cleantech. The Oost NL Life Sciences & Health International Team maintains a worldwide network of business and government relations to assist your company realizing your international goals (Trade & Invest).

### Products and Services Offered:

- Site selection and organization fact finding missions
- Identification of research and business partners
- Introduction to national and European public private partnership initiatives
- Technology matchmaking
- Advisory: how to set up distribution centers, marketing & sales offices or strategic alliances, consultation on government regulations, information on finances (taxation, venture capital) industrials structure, labor & education and social climate.
- Organizing international trade missions

### Unique Selling Points:

- Partner of InvestinHolland ([www.investinholland.com](http://www.investinholland.com)) and Health-Holland ([www.health-holland.com](http://www.health-holland.com))
- Access to (inter-)national networks
- Government funded. Services are free of charge.

## Oost NL

Laan van Malkenschoten 40  
NL-7333 NP Apeldoorn  
PO Box 1026  
NL-7301 BG Apeldoorn  
P: +31 886 670 100  
E: [info@oostnl.nl](mailto:info@oostnl.nl)  
[www.oostnl.com](http://www.oostnl.com)

E: [nico.arfman@oostnl.nl](mailto:nico.arfman@oostnl.nl)  
M: +31 654 248 152



**Lia van de Vorle**  
CEO/Director

## ENS

**ENS**, founded in 2008, is a family owned business based in the Netherlands. The company is led by the family and supported by a team of highly experienced business professionals. Working on the solution for air pollution, ENS has evolved into an expert in the field of air quality and effect research. Collaborating with different partners such as municipalities, measuring agencies, research institutes, private companies and several industries, ENS is able to offer customer-specific solid solutions.

ENS has developed a reliable solution which eliminates airborne dust and micro-organisms from ambient air without the use of mechanical filtration. The solution is applicable on a small-, medium- and large scale, with a constant high efficiency in various environments.

ENS' solution allows air to clean itself without filters, without additives, with a very low energy consumption and without secondary pollution emissions. When the air flows through an ENS clean air unit, within milliseconds, it undergoes a transformation – every molecule of air, is given a positive charge which is maintained throughout the particulate elimination process. With this technology particulate matter (PM10 – PM 0,1) is transformed into coarse dust and thus eliminating the risk of inhalation.

### Products and Services Offered:

- Air purification units applicable for all environments and air volumes.
- Developed standard and customized products.
- Specialists in capturing, measuring and effect research of air pollution.

## ENS

Grotestaat 41  
NL-5431 DH Cuijk  
P: +31 486 423 378  
E: [info@ens-cleanair.com](mailto:info@ens-cleanair.com)  
[www.enstechnology.nl](http://www.enstechnology.nl)

E: [l.vandevorle@enstechnology.nl](mailto:l.vandevorle@enstechnology.nl)  
M: +31 655 847 985





**Karel Goedkoop**  
CEO Fayat Environmental Solutions  
Division

## Fayat Group RAVO Holding

Otterkoog 1  
NL-1822 BW Alkmaar  
PO Box 286  
NL-1800 AG Alkmaar  
P: +31 725 673 232  
www.ravo.fayat.com

E: k.goedkoop@ravo.fayat.com  
M: +31 651 173 914

## Fayat Group RAVO Holding

### Fayat Group

Ever since the company was founded by Clément Fayat in 1957, The Fayat Group has continued to develop through its external growth and diversification strategy. Fayat currently does business in 7 main activity sectors whose complementary cycles makes the Group extremely stable. Working across 152 independent subsidiaries set up in 120 countries, its 19,000 employees play a daily part in continuing its growth. Fayat realized a turnover of 3,5 billion euros in 2016. The Fayat Group is head quartered in Bordeaux, France.

### Fayat Environmental Solutions

Together, the companies Mathieu, RAVO and Scarab form the Environmental Solutions Division of the FAYAT Group providing street-sweeping utility vehicles and cleaning equipment for highways and ground maintenance.

Their machines have been setting the standard for generations and their equipment is known for its robustness and excellent build quality. Fayat Environmental Solutions is one of the world's largest providers of street-sweeping equipment. They operate in more than 45 countries through our worldwide network of sales, parts and service centers, making them a leading global player.

### RAVO

With more than 50 years of experience, RAVO is recognized for its high quality and extreme reliability, both in product as in service. Being the passionate inventor of the compact pure vacuum street sweeper, RAVO continues developing new products, options and systems. With the recent introduction of the RAVO Hygion Sweeper equipped with the ENS filter system, the company is outperforming in fine dust emission reduction.



**Yvo Veenis**  
CEO

## Groundwater Technology

Sheffieldstraat 13  
NL-3047 AN Rotterdam  
P: +31 102 382 850  
E: info@gtbv.nl  
www.gtbv.nl

E: yve@gtbv.nl  
M: +31 653 916 526

## Groundwater Technology

**Groundwater Technology** develops, designs, and implements 'in situ' (that is: no dig) solutions for soil & groundwater problems. We bring in excess of 40 years of experience in remediation. We render sites suitable for current and planned use.. This includes improvement of the soil physical properties, stabilization of loose soils and remediation of contamination. Our toolbox bulges with technologies which allow us to provide unique, site specific, purpose built in-situ solutions. Our comprehensive range of technologies allow us to target all types of contaminant including; automotive fuels, oils, solvents, degreasers, chlorinated compounds, heavy metals, pesticides or other chemicals. At Groundwater Technology we are specialists in providing in-situ soil and groundwater remediation process management. Often, smart combinations of technologies enhance the effectiveness of the total approach. At Groundwater Technology, we address all the concerns of the client including design, implementation and management of the entire remediation project. Groundwater Technology guarantees the solution that we propose for site specific soil and groundwater remediation. We often agree a fixed price with the client for our soil and groundwater remediation services. As remediation solution provider we have the client's best interests at the forefront of our design and implementation. It is our goal to minimize disruption to the clients daily operations endeavouring to facilitate business as usual while we install, operate and finally decommission the remediation project.

### Products and Services Offered:

- In Situ Soil & Groundwater Remediation (design, implementation and operation)
- In Situ improvement of geotechnical soil properties (eg: stabilizing running sands, promoting settlement/ stabilization of soils (eg under road construction, for site redevelopment etc.)

### Unique Selling Points:

- 40 years of experience in the USA, Canada & Europe; 30 years in the Netherlands
- Broad client base (from multi-national petrochemical to local dry-cleaner;
- We have a very dedicated and experienced team, of highly experienced professionals;
- Continuous research to develop new technologies and to improve on existing.



**Johan Kramer**  
Sales Manager

### Hytrans Systems

Lemsterpad 56  
NL-8531 AA Lemmer  
P: +31 514 608 996  
E: sales.hfs@hytrans.com  
www.hytrans.com

E: johan.kramer@hytrans.com  
M: +31 651 431 952

## Hytrans Systems

Hytrans revolves around the Hytrans Fire System: an innovative and powerful, high-end mobile water supply system for fire brigades, civil defense, emergency services and industries all over the world.

Hytrans offers a wide range of mobile pump systems featuring hydraulically-driven submersible pumps. The pumps have up to 60 meters of hydraulic hoses allowing access to open water in terrain that is inaccessible to traditional pumps due to steep inclines, soft or muddy surfaces, and other obstructions such as trees, rocks, guard rails and fences. The use of hydraulic power allows for unprecedented pumping power enabling pump lifts of up to 60 meters vertically at full rated pumping capacity. Hytrans pump systems transcend the capabilities of conventional suction pump systems by far. Conventional pumps lose considerable pump capacity at increasing lift, with no pumping at all above 8 meter lift.

Hytrans products offer extraordinary mobility and flexibility. A Hytrans mobile water supply system spanning a distance of 1,000 meters can provide 3,000 lpm and be fully operational in only 15 minutes! In Flood situations, the Hytrans FloodModule is able to pump up to 50,000 lpm over short distance. In addition, this equipment requires only a few persons to deploy, set up and monitor the system.

### Proven effectiveness worldwide

Since 1988 Hytrans has delivered over 1000 mobile hydraulic driven submersible pump systems to fire brigades, emergency services, authorities and industries all over the globe. They have been used during minor and large-scale incidents saving many lives, livelihoods and property.

### Products and Services Offered:

- Mobile pumps for water supply
- FloodPumps
- HoseLayer containers to store large diameter hoses
- Hose Recovery Unit to retrieve large diameter hose fully automatically
- Large diameter hoses up to 12"
- Hardware up to 12"

### Unique Selling Points:

- Extensive long-term experience Worldwide
- high-end mobile water supply systems
- Innovative technologies
- experienced engineering department
- known as reliable partner



**Victor Dimitriu**  
Chief Commercial Officer

### ITS

Nagelpoelweg 56  
NL-7333 NZ Apeldoorn  
P: +31 555 416 426  
E: info@itsfoil.nl  
www.itsfoil.nl

E: v.dimitriu@itsfoil.nl  
M: +31 653 210 195

## ITS

ITS is the European marketleader of household foils and films. The company is renowned among supermarket organisations and cash & carry stores in particular as a reliable producer of aluminum foil, cling film and baking (parchment) paper. Innovation is their second nature. We have therefore improved our products considerably over the years and have expanded our product range over the past years, with products like roasting bags, sandwich paper and coffee filters.

We have a state-of-the-art factory in Apeldoorn and operate in accordance with the latest safety and sustainability requirements. From here we supply to customers throughout the world, in the customer's own brand or the ITS brand. ITS is a family business, fully committed and aiming for long-term relationships with their retail clients.

Canada has been identified as an important new market for ITS. It has been found that product in the categories of aluminum foil, cling film and baking paper is dominated by a very limited amount of brand-owning suppliers. On top, the available portfolio of products in the Canadian market could be somewhat old-fashioned. ITS believes it could make a difference by thinking on behalf of the retailer, by acting like a true private label supplier. Retailers will benefit hugely from the innovations that we could bring to the table, allowing for a much stronger price/quality ratio under their own brand name.

### Products and Services Offered:

- Aluminum foil
- Cling film
- Baking (parchment) paper

### Unique Selling Points:

- Private label specialist
- Market leader
- Strong on innovation resulting in a "one step ahead" advantage



**Boris Hocks**  
Director / Regional Designer



**Emile Revier**  
Director / Urban Designer

### Posad Spatial Strategies

Binckhorstlaan 36  
NL-2516 BE The Hague  
P: +31 703 222 869  
E: mail@posad.nl  
www.posad.nl

E: boris@posad.nl  
M: +31 614 399 870

E: emile@posad.nl  
M: +31 642 102 217

## Posad Spatial Strategies

**Posad** works on a better world with 20 engineers, urban planners, landscape designers and GIS specialists. A healthy, safe and sustainable environment is our goal. As pioneers, we discover this important social task. We help governments, NGOs, housing associations and companies by using drawings for discussions, revealing opportunities and sketching realistic future scenarios based on facts. In the end, our spatial strategies are integrated solutions for today's most relevant issues: (urban) transformations, energy, water and infrastructure.

### Urban Transformations

By increasing pressure on space in cities, the transformation of the urban areas has become increasingly urgent. At the same time other areas face the effects of shrinkage. We offer solutions based on knowledge and analyses of the spatial and socio-economic system.

### Energy landscapes

How to deal with increasing energy demand is an important issue in today's society. Posad designs solutions for the energy transition, the impact on urban areas and spatial integration in the landscape. We believe in the importance of an integrated approach.

### Living with water

We are facing a changing climate resulting in a higher sea level, salinity, strong fluctuations in river flow, increasing drought and extreme rainfall. We use natural and technological solutions to build resilient cities and a strong water system.

### Transit oriented development

Good accessibility is a pre-condition for sustainable economic development. The nodes in public transport networks play a key role. By careful design of the public space and smart transit solutions Posad transforms these places into the city's engine.

### A selection of Our Clients

The Dutch National Government (Delta Program, National Perspective on Energy Transition, Large scale infrastructure), the Flemish Government (Belgium), UNHabitat, Provinces (e.g. South Holland, Flevoland, North Brabant), municipalities in The Netherlands (e.g. The Hague, Rotterdam, Groningen), municipalities in other countries: Antwerp (Belgium), Dar Es Salam (Tanzania), Rangoon (Myanmar), Nazareth (Belgium), various housing corporations and housing developers.



**Ad Eland**  
Account Manager

### PowerCem Technologies

Plaza 24  
NL-4782 SK Moerdijk  
P: +31 168 409 440  
E: info@powercem.com  
www.powercem.com

E: ad@powercem.com  
M: +31 651 557 175

## PowerCem Technologies

**PowerCem** provides sustainable and innovative stabilisation for road constructions, modification of concrete structures and immobilisation of hazardous contaminants. Active for 20 years in 40 countries PCT has proven its ability to provide for infrastructural constructions and environmental solutions that are in line with the demands of the 21st century.

### Products:

- **RoadCem:** Specially developed for applications in ground-works, road constructions and hydraulic engineering. In-situ materials as such sand, clay and peat can be used. RoadCem™ has been successfully used for decades to build roads, parking areas, port sites, airports and industrial floors.
- **ConcreCem:** Developed as a hardening accelerator for concrete. It modifies the dynamics and chemistry of the cement hydration process. It improves the hardening process with the formation of durable crystalline structures.
- **ImmoCem:** Is used for sustainable immobilisation and stabilisation of polluted sites and contaminated materials. These can be converted into new building materials with high quality mechanical properties. ImmoCem™ provided sustainable solutions for the remediation of contaminated soils.

### Services:

- **Design:** With our engineering team we are able to provide tailor made designs for each project.
- **Laboratory:** PowerCem Technologies is equipped with a civil laboratory, which is classified as a ML-1 lab, and therefore certified to import and thread soil from countries outside the European Union.

### Unique Selling Points:

- **Products:** Worldwide patented, (multi)national product certifications, crystalline matrix (Nano-scale), ability to stabilise almost all soils including sand and peat, environmental friendly, C2C (cradle to cradle). Significant CO2.
- **Company:** Our services include: Initial design (Pre-studies), lab testing, tailor made engineering, on site supervising, close cooperation with (inter)national renowned scientific institutions and engineering consultants.





**Sascha Vreeswijk**  
Managing Director

## Rentacs

**Rentacs** is a Dutch company that sells machines to remove the biofilm and legionella bacteria out of the drinking water systems. Rentacs ACS machines are unique because it works fully automatically, it is fast and works with green products. We use only high temperature, air and biodegradable chemicals. And it is mobile!! This combination is patented and unique. We train our partners in how to use the machines and how to do the disinfection in the building to get the best results. We also give them a business model to start the services by themselves, this because our Dutch company has many years of experience with disinfections of the drinking water in all kinds of buildings. The clients are all the owners of buildings who have a drinking water system, but especially public places who are obligated to take samples and control the drinking water. For example. Hospitals, hotels, sport facility, elder people homes, jails, stations with showers, wellness, fairs, etc. the market is huge. For the international business we are looking for partners who will start a cooperation with us to use our technology, so they can start up or to improve their services. Our main goal is to help the protection of the human health against the danger of biofilm and legionella in the drinking water.

Healthy water is Healthy life.

### Products and Services Offered:

- ACS Machines
- Training
- Technical and Sales advice
- Innovations

### Unique Selling Points:

- Fast, green and fully automatically
- Experience over 10 years in the Netherlands
- Patented in Europe
- Mobile
- Share solutions
- We keep it simple

### Rentacs

Kelvingring 27f  
NL-2952 BG Alblasserdam  
P: +31 854 865 021  
E: info@rentacs.com  
www.rentacs.com

E: s.vreeswijk@rentacs.com  
M: +31 648 478 532



**Wubertus Smit**  
Managing Director



**Stephan Smit**  
Commercial Director

## Telecom Tube Systems

At **Telecom** we improve the hospitals' internal logistics process, by means of a (Medical) Pneumatic Tube System. We do this by having full control on development and design of our systems and by focusing on our customers' logistic needs.

Telecom is founded in 1950 in Rotterdam, the Netherlands, and fully specialized in pneumatic tube systems around the world. With its own Dutch development, manufacturing and service department Telecom covers all disciplines from developing, designing, prototyping, manufacturing, installing and servicing your complete tube system.

### Profile in short:

- 100% focus on (manufacturing) Pneumatic Tube Systems for over 55 years.
- 80% of our customers are part of the Worldwide Hospital market.
- Over 35 years' specialism in Medical Tube Systems, in 40+ countries.
- Proven high-quality player that works with professional distributors on a long-term relation.

### Unique Selling Points:

- 100% dedicated focus on Pneumatic Tube Systems  
We are manufacturer and include developing, designing, prototyping, manufacturing, installing and servicing complete tube systems.
- Specialized in Healthcare – Telecom Medical Tube System  
For over 30 years 80% of our customers are hospitals.
- Unique system functionalities specialized on hospitals  
The system has too many features and properties to fully discuss, but we know how to lock-out our competition.
- System quality level: standards & regulation  
Meeting all relevant standards like: German DIN/ tube dimensions, CE for mechanical engineering, TNO certification for leak-proof carriers, EMC standard/EEC regulations for electronics and PCB's. Health Technical Memorandum (HTM) on design, installation and operation of PTS in healthcare premises.

### Telecom Tube Systems

NL-3334 KC Zwijndrecht  
PO Box 273  
NL-3330 AG Zwijndrecht  
P: +31 104 470 022  
www.telecomtubesystems.com

E: wsmit@telecom.nl  
M: +31 620 129 711

E: slsmit@telecom.nl  
M: +31 614 446 148



**August Runge**  
Area Manager North & Central  
America

### Van Oord Dredging and Marine Contractors

Schaardijk 211  
NL-3063 NH Rotterdam  
PO Box 8574  
NL-3009 AN Rotterdam  
P: +31 888 260 000  
E: [info@vanoord.com](mailto:info@vanoord.com)  
[www.vanoord.com](http://www.vanoord.com)

### Van Oord Panama

Edif. Albrook Canal Plaza,  
Piso 2, Oficina H1  
Avenida Ascanio Villalaz,  
Panama, Panama

E: [august.runge@vanoord.com](mailto:august.runge@vanoord.com)  
M: +507 6490 6518

## Van Oord Dredging and Marine Contractors

Family business **Van Oord** operates around the world as a leading contractor for dredging, marine engineering and offshore and energy projects (oil, gas and wind energy sectors) and provides innovative solutions for marine engineering challenges.

Van Oord is an independent public limited company based in the Netherlands. Our employees are committed, entrepreneurial professionals who are passionate about water and technology. They understand that cooperation is crucial to achieving the best possible result. By being open and honest, they build on mutual trust and respect.

Van Oord offers marine solutions of value, both now and in the future. Safety, sustainability and continuity go hand in hand in this respect.

### Vision – Future challenges

The growing world population needs more space. The demand for energy continues to rise and society needs a sustainable energy system. The growing volume of world trade requires more and better port facilities and climate change is threatening coastal areas.

### Mission – Marine ingenuity

We are a leading international contractor specialising in dredging, marine engineering and offshore projects (oil, gas and wind). We work closely with our clients to create innovative, sustainable solutions and safe working conditions.

### Corporate values

- Marine entrepreneurship
- Professionalism and dedication
- Passion and inventiveness
- Integrity, openness, respect, and team spirit
- Care for people



# Official Delegation

## Official Delegation

### Kingdom of The Netherlands

PO Box 20951  
NL-2500 EZ The Hague  
[www.government.nl](http://www.government.nl)

### Ministry of Foreign Affairs

PO Box 20101  
NL-2500 EB The Hague  
[www.government.nl/ministries/bz](http://www.government.nl/ministries/bz)

### Ministry of Economic Affairs | Netherlands Enterprise Agency

PO Box 93144  
NL-2509 AC The Hague  
[www.rvo.nl](http://www.rvo.nl)



#### Henk Ovink

Special Envoy for International  
Water Affairs  
Sherpa to the UN / World Bank  
High Level Panel on Water  
E: [henk.ovink@minienm.nl](mailto:henk.ovink@minienm.nl)  
P: +31 70 456 8301



#### Jeroen Beekman

Policy Coordinator International  
Enterprise North America  
  
E: [jeroen.beekman@minbuza.nl](mailto:jeroen.beekman@minbuza.nl)  
P: +31 646 152 031



#### Hanneke Bogaerts

Project Manager Missions  
  
E: [hanneke.bogaerts@rvo.nl](mailto:hanneke.bogaerts@rvo.nl)  
P: +31 88 602 1253

## Contact details

### Embassy of the Kingdom of the Netherlands in Ottawa

350 Albert Street, Suite 2020  
Ottawa, ON | K1R 1A4  
E: [ott-ea@minbuza.nl](mailto:ott-ea@minbuza.nl)  
[www.nederlandwereldwijd.nl](http://www.nederlandwereldwijd.nl)



#### Henk van der Zwan

Ambassador

E: [Henk-vander.Zwan@minbuza.nl](mailto:Henk-vander.Zwan@minbuza.nl)  
P: +1 613 670 6035



#### Frederieke Quispel

Deputy Head of Mission

E: [Frederieke.Quispel@minbuza.nl](mailto:Frederieke.Quispel@minbuza.nl)  
M: +1 613 670 6039



#### Anne Le Guellec

Consul General

E: [anne.leguellec@minbuza.nl](mailto:anne.leguellec@minbuza.nl)  
M: +1 416 595 2402



#### Emmy Scholten

Deputy Consul General

E: [emmy.scholten@minbuza.nl](mailto:emmy.scholten@minbuza.nl)  
M: +1 416 595 2405



#### Karim Tejani

Senior Advisor, Economic- and  
Trade Department

E: [karim.tejani@minbuza.nl](mailto:karim.tejani@minbuza.nl)  
M: +1 416 595 2404



## Contact details

### Consulate General of the Kingdom of the Netherlands in Toronto

1 Dundas Street West, Suite 2106  
Toronto, ON | M5G 1Z3  
E: tor-ea@minbuza.nl  
www.nederlandwereldwijd.nl



**Sabira Tejani**  
Senior Advisor, Economic- and Trade Department  
E: sabira.tejani@minbuza.nl  
P: +1 416 595 2403



**Marjan Lahuis**  
Senior Trade Officer  
E: marjan.lahuis@minbuza.nl  
P: +1 416 595 2418



**Carlijn Lubbinge**  
Policy Advisor  
E: carlijn.lubbinge@minbuza.nl  
M: +31 652 714 770



**Menno Schrok**  
Advisor  
(assigned to Dutch Consulate in Toronto till August 25, 2017)  
Netherlands Enterprise agency  
E: menno.schrok@rvo.nl  
M: +31 615 031 474

## Contact details

### Consulate General of the Kingdom of the Netherlands in Vancouver

595 Burrard Street, Suite 883,  
Three Bentall Centre Vancouver, BC | V7X 1C4  
E: van-ez@minbuza.nl  
www.nederlandwereldwijd.nl



**Gert Heijkoop**  
Consul General  
E: gert.heijkoop@minbuza.nl  
P: +1 604 697 5531



**Barry Nieuwenhuijs**  
Deputy Consul General  
E: barry.nieuwenhuijs@minbuza.nl  
P: +1 604 697 5533  
M: +1 604 838 1784



**Maarten den Ouden**  
Trade Officer  
E: maarten-den.ouden@minbuza.nl  
M: +1 604 697 5532



**Ima Nahumury**  
Trade Officer  
E: ima.nahumury@minbuza.nl  
P: +1 604 697 5539  
M: +1 778 302 7366






## Notes



**Publication**

Netherlands Enterprise Agency  
The Hague, the Netherlands  
[www.hollandtradeandinvest.com](http://www.hollandtradeandinvest.com)

 @hollandtrade

